

Motivation and Peak Performance

LEADERSHIP
WORKSHOP



Motivation is the art of getting people to do what you want them to do because they want to do it.

– Dwight D. Eisenhower

Workshop Agenda:

Fear as a Motivator

Enlightened Self Interest

Role of Influence

Empowerment and
Developing People

Motivation and Self Esteem

Resolving Conflict

Personality Types

Management is nothing more than motivating other people. – **Lee Iacocca**.

As a leader, your impact on employee motivation is immeasurable. By your words, your body language, and the expression on your face, as a leader, you telegraph your opinion of their value to the people you employ.

Feeling valued by their supervisor in the workplace is key to high employee motivation and morale. Feeling valued ranks right up there for most people with liking the work, competitive pay, opportunities for training and advancement, and feeling "in" on the latest news.

Our personality type affects how we work and produce as individuals, how we participate in teams and how we communicate. Since these all play a part in our work life, it is important for managers to under-

stand how different types of people want to be treated.

Motivation is intrinsic; it comes from within and cannot be created for one person by another. In this session, participants learn how to help others motivate themselves. Doing so influences people to help meet the manager's goals tactically and the corporation's goals strategically. These are not manipulative techniques. So long as the manager's intentions are to further the legitimate goals of the organization, the approaches are ethical, objective and highly effective.



www.lewisadvantage.com

Lewis Associates, Inc. is a Chicago-based consulting and training firm. Since 1992, we have helped companies create *strategic business advantage* by developing the skills and performance of their people. We work with companies that want to enhance the results of their sales activities and improve their leadership effectiveness. Based on a foundation of integrity and respect for the individual, we are responsible and flexible; resulting in a long term legacy of helping others achieve their goals.